RDECOM

TARDEC

TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

SBIR Overview

Jim Mainero

UNCLAS: Dist A. Approved for public release

Report Documentation Page

Form Approved
OMB No. 0704-0188

Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.

1. REPORT DATE	2. REPORT TYPE	3. DATES COVERED
28 JUL 2009	**N/A**	**-**

4. TITLE AND SUBTITLE	5a. CONTRACT NUMBER
SBIR Overview	5b. GRANT NUMBER
	5c. PROGRAM ELEMENT NUMBER
6. AUTHOR(S)	5d. PROJECT NUMBER
Jim Mainero	5e. TASK NUMBER
	5f. WORK UNIT NUMBER
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES)	8. PERFORMING ORGANIZATION REPORT NUMBER
US Army RDECOM-TARDEC 6501 E 11 Mile Rd Warren, MI 48397-5000	**20043**
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)	10. SPONSOR/MONITOR'S ACRONYM(S)
	TACOM/TARDEC
	11. SPONSOR/MONITOR'S REPORT NUMBER(S)
	20043

12. DISTRIBUTION/AVAILABILITY STATEMENT
Approved for public release, distribution unlimited

13. SUPPLEMENTARY NOTES
The original document contains color images.

14. ABSTRACT

15. SUBJECT TERMS

16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT	18. NUMBER OF PAGES	19a. NAME OF RESPONSIBLE PERSON
a. REPORT	b. ABSTRACT	c. THIS PAGE			
unclassified	**unclassified**	**unclassified**	**SAR**	**28**	

What is SBIR?

A congressionally mandated program…

- Federal Government wide (DoD, DoE, DHS, DoT, etc…)
- 2.5% of Army $12B Extramural RDT&E ($265M for FY09)
- Increase small business participation in federally funded R&D
- Transition Federal R&D into:
  - Government Programs
  - Industry Initiatives

UNCLAS: Dist A. Approved for public release

How can Small Businesses Participate?

1. Must be a U.S. for-profit small business of 500 or fewer employees

2. All work must be performed in the United States; including subcontractors

3. During Phase I, a minimum of 2/3 of the effort must be performed by the proposing small business; a minimum of 1/2 of the effort in Phase II

4. The Principal Investigator must spend more than 1/2 of the time employed by the proposing small business.

Participating Organizations

AMC, Research Development and Engineering Command (RDECOM)
Army Test and Evaluation Command (ATEC)
CoE, Engineer Research and Development Center (ERDC)
MEDCOM, Medical Research and Materiel Command (MRMC)
Space & Missile Defense Command (SMDC)
DA G1, Army Research Institute (ARI)
Army Program Executive Offices (PEOs)

RDECOM manages for the Army

UNCLAS: Dist A. Approved for public release

SBIR – Three Phase Process

Topic

- A Technology Requirement

Phase I

Feasibility Study
- 6 Months
- $70K,
- 10% proposals selected

Phase II

Prototype Development
- 2 Years
- $780K
- 50% selected

Phase III

Transition
Non-SBIR Funds
- Government
- Industry

Phase I + Phase II = $850K

UNCLAS: Dist A. Approved for public release

Topic Development

Army Topics

Warfighter Needs

PEO / PM Technology Needs and Risk Items

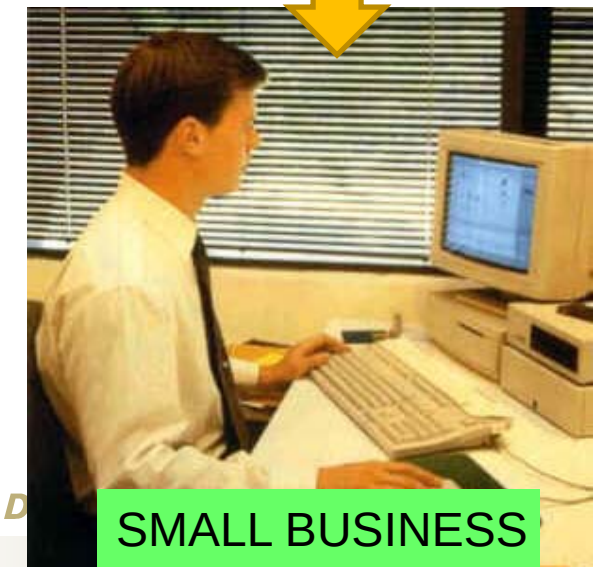
Business or Academia Recommendations

Research Centers

DoD Approval

Topic Review and Deconfliction by Director, Defense Research and Engineering (DDR&E)

SBIR Topics Database



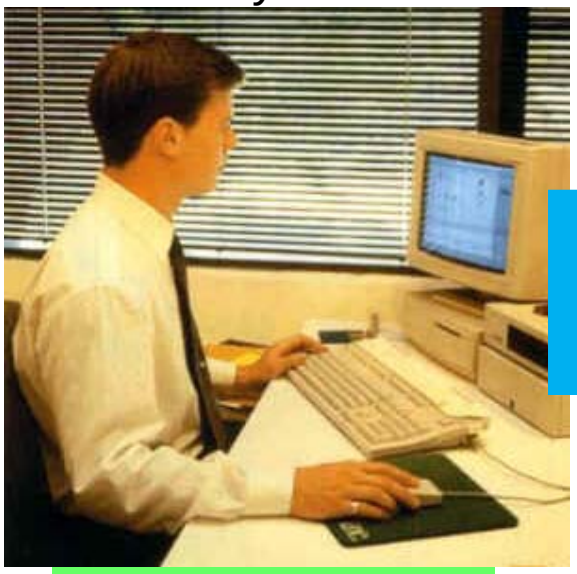
SMALL BUSINESS

UNCLAS: Dist A. Approved for public release

Submitting a Proposal

Goal: Impartial, Equitable, and Comprehensive Proposal Evaluation

Follow Solicitation Instructions from DoD Proposal Submission System



SMALL BUSINESS

Does it meet guidelines?

YES

Electronic Forwarding to Evaluators

NO

Non Responsive

TWO-STEP EVALUATION

Soundness, Technical Merit, Innovation

Small Business Qualification

Commercialization Potential

TECHNOLOGY DRIVEN. WARFIGHTER FOCUSED.

UNCLAS: Dist A. Approved for public release

DoD SBIR Phase I Solicitation Key Dates

	Solicitation Internet Release	Start Accepting Proposal	Proposal Deadline	Contracts Awarded Goal
SBIR Yxx.1	Nov	Dec	Jan	May
SBIR Yxx.2	Apr	May	June	Oct
SBIR Yxx.3	July	Aug	Sept	Jan

Selections Announced 60 days later

2009.3

Pre-Solicitation Period: July 27 – Aug 23
Solicitation Opens: Aug 24
Phase I Proposals Due: Sep 23
Award Notification: NLT Dec 2
Contract Award: January 23

GOAL: 4 month between proposal receipt and contract award

View solicitations and submit all proposals via DoD Web Site

http://www.dodsbir.net/submission

UNCLAS: Dist A. Approved for public release

Phase II Key Dates

	Proposal Invitation	Proposal Deadline	Contracts Awarded Goal
SBIR Yxx.a	Sep	Oct	Apr
SBIR Yxx.b	Mar	Apr	Oct
SBIR Yxx.c	Jun	Jul	Jan

Selections Announced 60 days later

2009.c

Invite to Phase II: June 22
Phase II Proposals Due: NLT 20 July
Evaluation & Selection: July 21 – Sep 11
Award Notification: Sep 18
Contract Award: Jan 18, 2010

GOAL: 6 month between proposal receipt and contract award

UNCLAS: Dist A. Approved for public release

www.armysbir.com

PROGRAM MANAGEMENT OFFICE, ARMY SBIR - Windows Internet Explorer

http://www.armysbir.com/

File Edit View Favorites Tools Help

PROGRAM MANAGEMENT OFFICE, ARMY SBIR

UNITED STATES ARMY

SBIR STTR Programs

SMALL BUSINESS INNOVATION RESEARCH
SMALL BUSINESS TECHNOLOGY TRANSFER

SBIR

STTR

CBD SBIR

Success Stories

Small Business Page

MISSION

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer Program (STTR) programs allow small, high-tech U.S. businesses (less than 500 employees) and academia the opportunity to provide innovative research and development solutions in response to critical Army needs. By capturing the tremendous and agile talents of the U.S. small business community, the SBIR and STTR Programs benefit the Department of Defense (DoD), the private sector, and our national economy.

This portal provides all the information necessary to participate in these programs.

SOLDIER STORIES

ARMY FACT FILE

WHAT'S NEW

-QUARTERLY SBIR NEWSLETTER
-ARMY CPP PARTICIPANTS FY08
-TECHNICAL ASSISTANCE

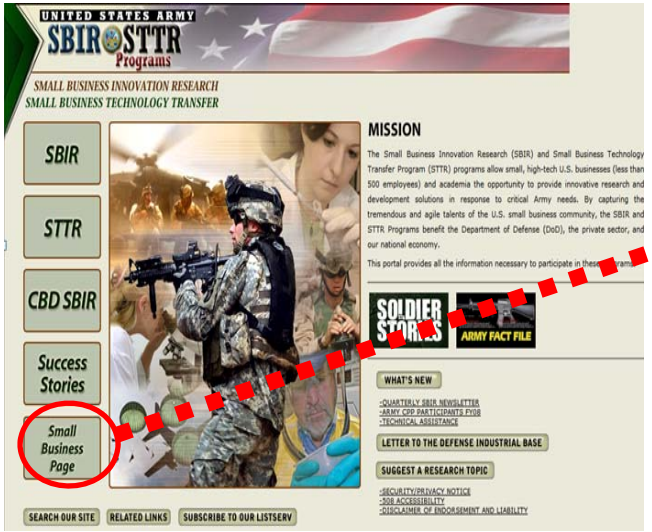
LETTER TO THE DEFENSE INDUSTRIAL BASE

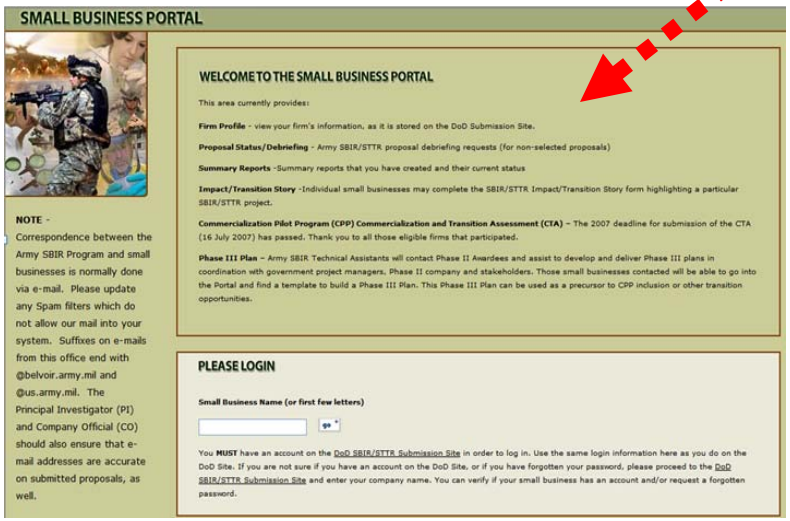
SUGGEST A RESEARCH TOPIC

-SECURITY/PRIVACY NOTICE
-508 ACCESSIBILITY
-DISCLAIMER OF ENDORSEMENT AND LIABILITY

SEARCH OUR SITE | RELATED LINKS | SUBSCRIBE TO OUR LISTSERV

Small Business Page





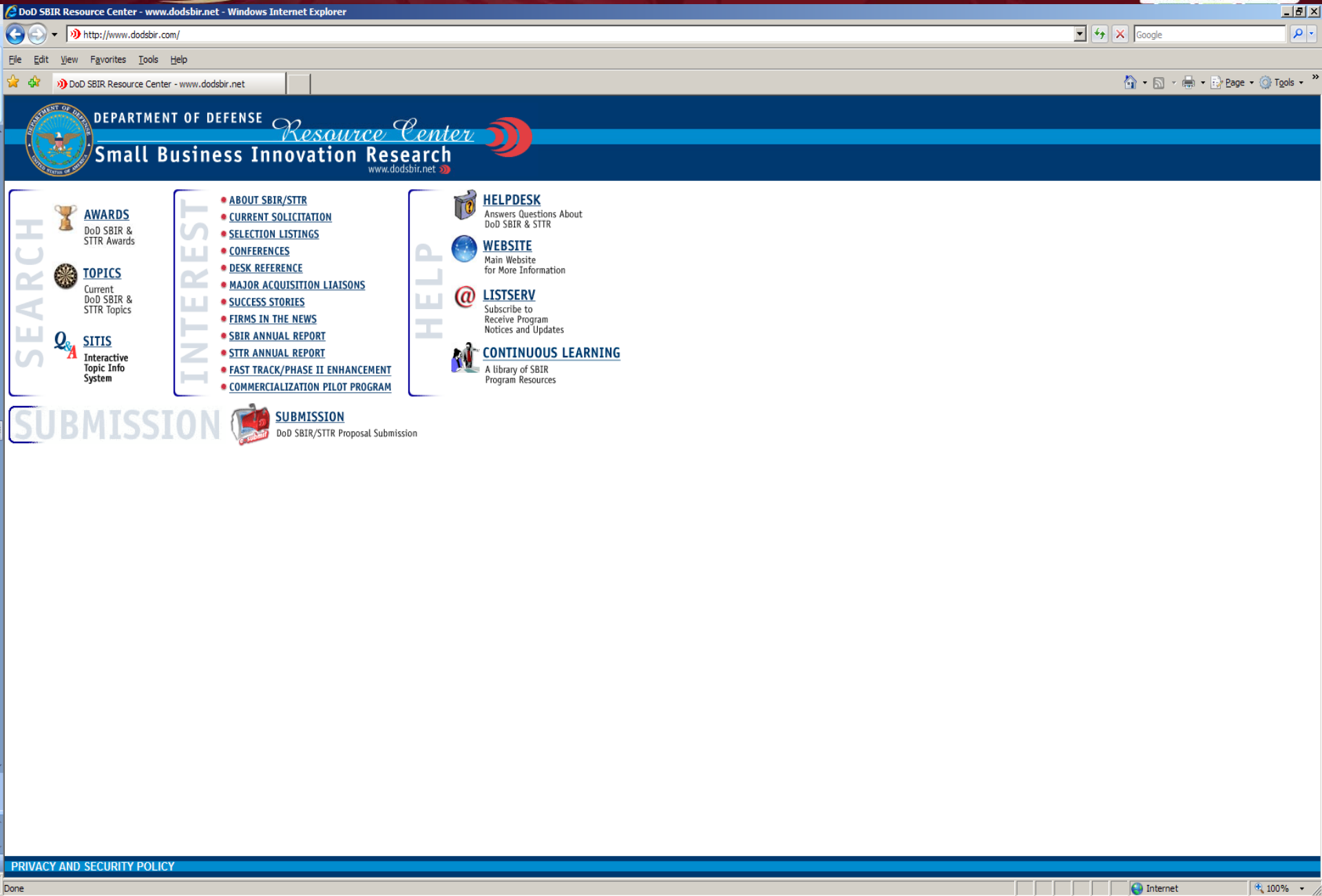
- **Proposal Status & Debriefs**
- **Phase I & II Summary Reports**
- **Success Stories**
- **CPP Commercialization & Transition Assessment (CTA)**
- **Phase III Plan**

UNCLAS: Dist A. Approved for public release

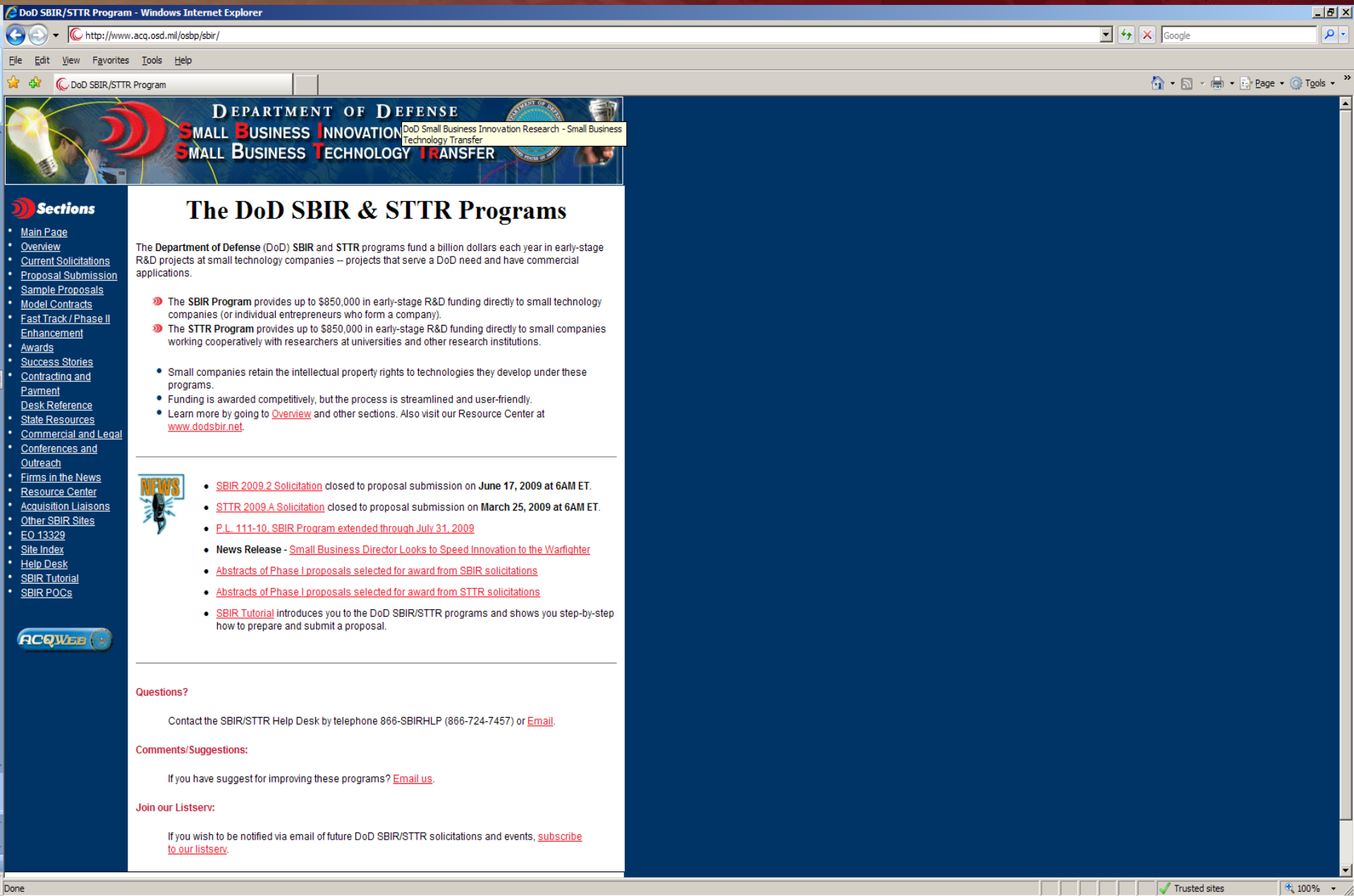
RDECOM

www.dodsbir.com

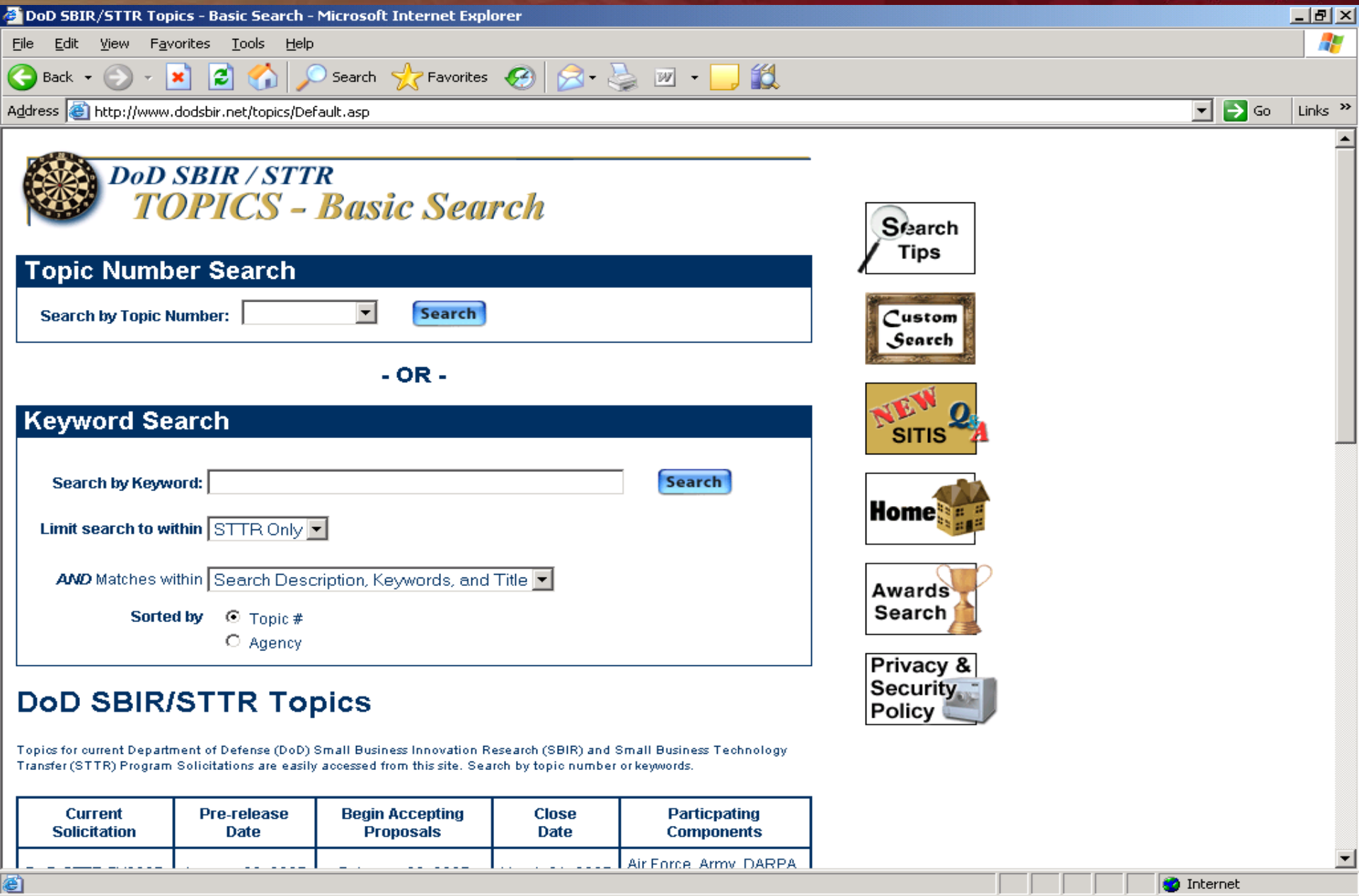
TARDEC



www.acq.osd.mil/osbp/sbir



www.dodsbir.net/topics



www.dodsbir.net/sitis

UNCLAS: Dist A. Approved for public release

www.dodsbir.net/submission/

Welcome to the DoD SBIR/STTR Submission - Microsoft Internet Explorer

File Edit View Favorites Tools Address http://www.dodsbir.net/submission/SignIn.asp Go

Back Search Favorites Links TACOM Home Page Windows Marketplace

About SBIR/STTR | Solicitation | Desk Reference | Selection Listing | Award Search | Topic Search | Tutorial | Privacy Policy

DoD SBIR/STTR SUBMISSION

Enter the First Few Letters of your Firm Name:

And Press: FIND FIRM

DoD Internet Resources

- Resource Center: www.dodsbir.net
  - ✓Everything you ever wanted to know about the DoD SBIR program
- Homepage: www.acq.osd.mil/osbp/sbir/
  - ✓Program overview, solicitations, sample proposals, and more
- Topic Search: www.dodsbir.net/topics/
  - ✓Search current solicitation topics by topic number or keyword
- Proposal Submission: www.dodsbir.net/submission/
  - ✓Prepare & submit proposal coversheets, commercialization report, update phase II projects
- Topic Questions: www.dodsbir.net/sitis/
  - ✓Obtain technical clarification regarding current solicitation topics
- Awards Search: www.dodsbir.net/awards/
  - ✓ Searchable database of SBIR awards from FY83-FY07

UNCLAS: Dist A. Approved for public release

How to Participate

- Review the Topics in the current solicitation at www.dodsbir.net/solicitation/
- Register and submit proposals at www.dodsbir.net/submission/
- General questions? Call our Help Desk
  866-SBIRHLP (724-7457)
- Questions about a solicitation topic? Contact topic author listed with the topic during the pre-release period or www.dodsbir.net/sitis/
- Subscribe to the Listserv at www.dodsbir.net/ to receive program notices and updates

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- DoD's SBIR 2009.3 Solicitation,
  - available in HTML, PDF and MS WORD formats on the web at: http://www.acq.osd.mil/sadbu/sbir/solicitations/sbir093/
  - will be posted on this Web Site on July 27, 2009; will begin accepting proposals on August 24, 2009; will close to proposals on September 23, 2009. 6:00 a.m. EST -- plan ahead and submit early.
- The DoD topics search Web site can be found at: http://www.dodsbir.net/Topics/

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- Pre-Solicitation. Speak directly to topic authors or submit questions on SITIS (SBIR-Interactive Topic Information System).
- Once solicitation begins. Questions may only be submitted through SITIS.
- SITIS will cease accepting questions two weeks prior to the solicitation close date.
- Before you submit a proposal check SITIS even if you don't need to ask a question; you should view your competitor's questions and the DoD's answers at: http://www.dodsbir.net/sitis/

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- ALL SBIR offerors MUST register electronically via the Web at: http://www.dodsbir.net/submission/
- Via the same Web site you will submit:

  a) DoD Proposal Cover Sheet (cover and summary abstract),

  b) ENTIRE Technical Proposal with any appendices,

  c) Cost Proposal, and the

  d) Company Commercialization Report

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- DoD requires proposals submitted in PDF format only.
- DoD Help Desk Phone: 866-SBIRHLP (866-724-7457)
- A facility to submit e-mail questions can be found at http://www.dodsbir.net/helpdesk/

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- Prior to receiving a contract award, the offeror must be registered in the Central Contractor Registration (CCR) database. For information regarding registration, call 1-888-227-2423 or visit http://www.ccr.gov/
- You are required to, "Identify any foreign nationals you expect to be involved on this project, country of origin and level of involvement"
- Army Phase I proposals have a 20-page limit (excluding the Cost Proposal and the Company Commercialization Report).

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

- Must use required marking for proprietary info
- Must respond to a published topic
- No unsolicited proposals
- No external proposal info (no links)
- No subcontracting with Government agencies
- No classified proposals
- No paper/mailed proposals

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

Pricing and Contracts

- Phase I and Option generally Firm Fixed Price with payment every two months based on reports delivered
- Phase II generally Cost Plus Fixed Fee (CPFF)
  - ✓Performance based scope
  - ✓Requires adequate cost accounting system
  - ✓Payments once or twice a month based on cost
- SBIR data rights apply

UNCLAS: Dist A. Approved for public release

SBIR - Tips

Things to remember:

Phase I options:

- Allowed by Army (up to $50K)
- Should be fully costed separately from the Phase I (base) approach
- Should have separate work plan from Phase I
- Both cost proposal and work plan need to be part of Phase I proposal

UNCLAS: Dist A. Approved for public release

SBIR Program - Fast Track

- Accelerated Phase II process for Phase I contractors with investors matching Phase II SBIR funding
- Provides incentive to build strategic partners for Phase III investment and marketing as early as Phase I
- Benefits of the process:
  - ✓ Expedited Phase II evaluation, selection and award
- Qualifications:
  - ✓ Fast Track application 120 days after Phase I award
  - ✓ Independent investor commitment for funds in cash
- Matching Rates: 4:1 matching-new firms, 1:1 others

UNCLAS: Dist A. Approved for public release

SBIR Program Law

- P.L. 97-219; Enacted in 1982, as part of the Small Business Innovation Development Act
- P.L. 99-443 and 102-564; Signed 10/28/92. The SBIR R&D Enhancement Act of 1992 extended the SBIR Program until Oct 2000.
- P.L. 106-554; Signed 12/21/00. The Act HR 5667 of December 2000 extended the Program until 2008.
- Extension to FY 20XX
- DOD SBIR Program administered in accordance with Small Business Administration (SBA) SBIR Policy Directives

UNCLAS: Dist A. Approved for public release